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**From:** William Daniels [/O=REGENERON/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=WILLIAM.DANIELS]  
**Sent:** Wednesday, February 06, 2013 4:08:00 PM  
**To:** Stephen Dressel  
**CC:** Robert Krukowski  
**Subject:** RE: CDF Donation  
**Attachments:** Regeneron Projections 2013v2.xlsx

Steve,  
If you need me to explain again prior to your meeting please call my cell

**Bil Daniels, MBA** | Senior Manager, Reimbursement Access Programs  
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**From:** Stephen Dressel  
**Sent:** Wednesday, February 06, 2013 7:40 AM  
**To:** William Daniels  
**Subject:** RE: CDF Donation

Checking with Bob. Can you send me the most recent analysis that you put together? It will need to go to Murray and Len.

Thank you.

Regards,  
Steve

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**From:** William Daniels  
**Sent:** Tuesday, February 05, 2013 2:08 PM  
**To:** Stephen Dressel  
**Subject:** CDF Donation  
**Importance:** High

Steve,  
Where are we with this? I have a check request out for 5MM, but I was talking with Rob this am and he was saying we might cancel and just send 15MM?

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## Chronic Disease Fund Request & Rationale

CDF DTPA 2012 91%

AMD Cancellation Rate 20%

Projected Growth Rate by Disease

AMD 0%

Total New Patient Funding Needed \$ 19,542,857

Total Existing \$ 14,498,462

Total Projected Funding Needed \$ 34,041,319

|  | Rollover Patients<br>Estimated Renewals | Projected New Patients by Quarter 2013 |              |              |              |
|--|---|--|--------------|--------------|--------------|
|  |   | 1st                                    | 2nd          | 3rd          | 4th          |
| <u>Age Related Macular Degeneration Patients</u> | 6,200                                   | 2,500                                  | 2,500        | 2,400        | 2,100        |
| AMD 1 -Projected Funding Per Patient             | \$ 2,250                                | \$ 2,250                               | \$ 2,250     | \$ 2,250     | \$ 2,250     |
| AMD 2 -Projected Funding Per Patient             | \$ 2,750                                | \$ 2,750                               | \$ 2,750     | \$ 2,750     | \$ 2,750     |
| Projected Funding By Quarter                     | \$ 18,123,077                           | \$ 6,428,571                           | \$ 6,428,571 | \$ 6,171,429 | \$ 5,400,000 |
| Cancellation                                     | \$ 3,624,615                            | \$ 1,285,714                           | \$ 1,285,714 | \$ 1,234,286 | \$ 1,080,000 |
| Projected Funding Needed By Quarter              |   | \$ 5,142,857                           | \$ 5,142,857 | \$ 4,937,143 | \$ 4,320,000 |
| Projected CY Funding                             | \$ 18,123,077                           | \$ 24,428,571                          |              |              |              |
| Projected CY Funding Minus Cancellations         | \$ 14,498,462                           | \$ 19,542,857                          |              |              |              |

## Regeneron Modified Estimate of CDF Need

CDF Quoted Population 30,000

Estimated Market Share 30%

Regeneron Patient Share 9,000

Total New Patient Funding Needed \$ 15,665,934

Total Existing \$ 7,194,725

Total Projected Funding Needed \$ 22,860,659

| Rollover Patients<br>Estimated Renewals              |
|--|
| 6,200  |
| Average copay \$330                                  |
| Average rollover cost (4x) \$1,320                   |
| Projected Funding Needed \$8,993,407                 |
| Cancellation \$1,798,681                             |
| Projected Renewal Funding \$8,993,407                |
| Projected CY Funding Minus Cancellations \$7,194,725 |

| Regeneron New Patients<br>Modified Estimate      | New Patients<br>Modified Estimate |
|--|-----------------------------------|
| <u>Age Related Macular Degeneration Patients</u> | 9,000                             |
| average copay                                    | \$330                             |
| average rollover cost (6x)                       | \$1,980                           |
| Projected Funding Needed                         | \$19,582,418                      |
| Cancellation                                     | \$3,916,484                       |
| Projected Renewal Funding                        | \$19,582,418                      |
| Projected CY Funding Minus Cancellations         | \$15,665,934                      |